

Bernice E. Jackson

326 Blue Lake Rd., Seguin, ON P2A 0B2

Real Estate Career History 1982 - Present (Salesperson – RECO Registration # 2031736)

1982 - 1992

- Member of the Oshawa and District Real Estate Board, Ontario Real Estate Association, and the Canadian Real Estate Association

1993 - 2001

- Member of the Barrie & District Real Estate Board Inc., Ontario Real Estate Association and the Canadian Real Estate Association

2001 - 2005

- Non Member

2010 – Present

- Member of the Parry Sound & Area Association of Realtors
- 2013 Member of the Board of Directors & Committee Members
Chair - Education Committee
- 2014 Member of the Board of Directors & Committee Members -
Chair - Education Committee
Finance Committee

Real Estate Company Employment 1982 - 2005

| | | | |
|---|----------------|-------------|--------------|
| Century 21 Briscoe Estates Ltd. | Ajax/Pickering | Salesperson | 1982/1985 |
| Trebilcox and Hatfield Real Estate Ltd. | Ajax/Pickering | Salesperson | 1985/1986 |
| Royal LePage Real Estate Services Ltd. | Ajax/Pickering | Salesperson | 1986/1992 |
| Century 21 B.J. Roth Realty Ltd. | Barrie | Salesperson | 1993/2001 |
| Norman E. Shelswell Realty Ltd. | Barrie | Salesperson | 2001/2005 |
| Royal LePage Team Advantage Realty | Parry Sound | Salesperson | 2010/Present |

Education and Career Development

Canadian Association of Exposition Management (CAEM)

- Various Sales and Leadership seminars

Ontario Real Estate Association Certification Courses

- An Introduction to Real Estate – Segment 1, 2, and 3
- Principles Mortgage/Financing, Exam Date: April 14, 1990
- Real Property Law, Exam Date: May 25, 1990
- Industrial, Commercial & Investment (ICI), Exam Date: October 13, 1990
- Principles of Appraisal, Exam Date: November 24, 1990

Century 21 Certificate of Completion

- Phase 1 of Professional Real Estate Salesmanship
- *VIP Referral/Relocation* Training Course 101

Professional Designation Certificate Century 21 Residential Specialist

- Educational Experience and Production Standards

Realtors Professional Development (PDI)

- Agency Decisions 1994
- Professional Standards 1994
- Wells, Water Sources & Waste Disposal Systems 1995

Mandatory Continuing Education Courses

- WINIDS Computer Training 1999
- Professional Buyer Representation 1999
- RECO Code of Ethics 1999/2003
- Tax Planning & MTGE Financing 2000
- New House Sales CEU Seminar 2000
- Legal Update course 2000
- Environmental Awareness/Residential and Commercial Properties 2003
- 100 Ways To Be A Better Realtor 2003
- Internet Basics 2003
- RECO Real Estate Update – Residential 2003/2005
- Understanding the Internet 2005
- Land, Structures and Real Estate Trading 2010
- The Real Estate Transaction – General and Advanced 2010
- Social Media 2010
- New Consent Agreement 2011
- Achieving Success 2011
- 2011 Housing Market and Identity Theft 2011
- Revenue Canada – Real Estate 2011
- Condominiums: What Every Good Salesperson Should Know 2011
- Business Owners – Financing Planning for Business Owners 2012
- Estate Planning – Vacation Properties 2012
- Advertising Practices for Success and Compliance 2012
- Basics of Selling a Small Business 2012
- Buying a Resale Condominium: Legal Issues for Salespeople 2012
- Septic Issues 2012
- Tapping into the Grey Market 2013
- Appraisal for Superior Sales & Listings 2013
- Influence: Principled and with Integrity 2013
- The Elder Client – How to Protect Your Client & Yourself 2013

- BDO Dunwoody (Accountants) & Oldham Law Firm 2013
- D&H DMS Tips & Tricks 2013
- RECO Real Estate Update 2013
- Commercial Course 2013

Awards and Achievements

- Century 21 B.J. Roth Realty Ltd., Royal LePage Residential Real Estate Services Ltd., and Century 21 Briscoe Estates Ltd. outstanding achievement awards for individual performance (monthly or quarterly - 1983/1998)
- Royal LePage President's Gold Award, 1988
- Royal LePage Long Service Award 5 Years, 1991
- Letter of congratulations from CENTURY 21 Real Estate Canada on completion of five years as a member of the CENTURY 21 family.
- CENTURY 21 Real Estate Canada Ltd. Outstanding Achievement Award of Excellence, Fourth Quarter, 1996
- CENTURY 21 Real Estate Canada Ltd. Silver Club Award, 1998
- Royal LePage Master Sales Award, 2012
- Royal LePage Master Sales Award, 2013